

 kopter

Newsletter

November 2018

No 6



First flight of SH09 third prototype (P3) – 22 November 2018
Watch our video at <http://koptergroup.com/videos>



First P3 flight test completed successfully!

Dear Customers and Partners,

2018 has been a crucial year for Kopter where we made significant progress on the development path of the SH09. The aircraft is approaching its final configuration, getting close to certification. Our third prototype (P3) is now flying and we are extremely pleased with the handling characteristics of the helicopter. All improvements we implemented on P3 are bringing clear benefits in terms of performance and maneuverability of the SH09.

We plan to transfer P3 to Sicily so that it can perform an extensive flight test campaign. Our Pre-Series 4 (PS4), which will benefit from the results of P3 tests and latest design improvements, will start flying into 2019.

2019 will be THE year for the SH09, with our overarching objective being to obtain EASA Type Certificate (TC) and during 2020 the TC from the FAA, allowing us to start delivering our aircraft in that year.

Our Program and Production Organizations are now in place to support the achievement of the certification and manage the delivery of the first contracts as we strongly gear up our manufacturing capabilities. We established our Customer Support & Services core team to define a roadmap that will ensure we will have all the necessary services available for our customers from delivery of the first SH09 helicopter. We have reviewed our supplier selection and are progressing on the negotiation of strategic agreements with experienced, trusted and competitive partners in the industry, such as Garmin. Our supply chain quality and reliability is and will be crucial in establishing the SH09 on the market.

The SH09 order book continues to grow. The exhibitions that we attended this year allowed us to demonstrate to customers from various geographies and market segments the superiority of the SH09 compared to its competitors. Our new standards in terms of safety, mission capability and cost efficiency are decisive arguments for many operators who look forward to adding our helicopter to their fleet.

Andreas Löwenstein



All three SH09 prototypes in the Mollis facility.

Program Organization at Kopter

In 2018, Kopter has been evolving from the development phase of the SH09 to the preparation of serial production. This was the right time to move from a project team to a program organization. Hence the creation of the **Programs Management (PM)** function within Kopter.

Role of PM

The PM has a strong coordination role with all stakeholders in the organization and operates as the “backbone” of the company to ensure delivery of the SH09 on time, on budget and built to the highest quality standards.

Until Type Certificate (TC), PM is in charge of coordinating the Type Certificate (TC) process within the agreed schedule & budget as well as developing and certifying contractual agreed helicopter options and equipment. In parallel, PM is ensuring production readiness of the Program and that the serial ramp-up is successful.

After TC, PM's main focus will change. It will manage individual customer contracts in an “end-to-end” process all the way to final delivery of the helicopter. Additionally, the PM will also coordinate further SH09 optimizations and variants.

Communication and coordination with all our customers during this production phase will be done jointly with the Sales team, who remains the primary point of contact for the customers.

SH09 Update

How does our third prototype (P3) compare to its predecessor (P2)

Our P3 has commenced its flight tests. Richard Trueman, the Kopter Chief Test Pilot commented that P3 has been demonstrating excellent handling characteristics.

P3 incorporates several improvements based on the feedback resulting from the testing of prototypes 1 and 2. They are described below:

Blades

The main rotor blades were modified to decrease vibration and enhance aircraft performance.

Flight Controls

The fixed and rotating flight controls have been upgraded. The engineering of the flight control chain and the stiffness have been improved.

Main Gear Box (MGB)

The MGB internal architecture has been improved to reduce manufacturing complexity, servicing and improve reliability.

Weight Reduction

The primary modification to P3 is weight reduction. The empty weight of P3 as a prototype stands at 1520 kg (3351 lbs.) and gets closer to the empty weight of 1450 kg (3197 lbs.) for the serial production aircraft, giving us confidence in maintaining the payloads required by the operators. Contributing factors to achieving the desired weight reductions are the optimization of the airframe design, rotor head and main gear box.

Horizontal stabilizer

The stabilizer now passes through the tail boom as opposed to underneath. The incidence will be adjusted during P3 flight tests to optimize the aerodynamics and load.

New Flight Test Instrumentation (FTI)

We have implemented a new FTI system developed by Zodiac Data Systems. This system is a state-of-the-art turnkey solution, easy-to-install, and efficient. This system will contribute to the acceleration of the development process.



All modifications are expected to continue to improve the aircraft handling properties. We will update on the progress made by the Kopter team in certification of the SH09 using the P3 aircraft. P3 will perform its intensive flight test campaign in Sicily (Pozzallo, Province of Ragusa), which is set to start in the coming weeks, and allow expanding the flight envelope as successful test flights continue.



P2 prototype at the Mollis airfield.

Customer Support & Services Organization

Service offer

Since the beginning of the year, Kopter accelerated the set-up of the Customer Support & Services (CSS) organization. A strong and efficient CSS function is critical to support our customers success.

We have defined clear targets for the development of our services, in accordance with customers' expectations and the deployment of the fleet, in order to ensure:

- the availability of all “must have” services at Entry into Service (EIS), followed by a step-by-step development of our services portfolio;
- the achievement of the highest customer satisfaction level.

We have recruited a team of specialists with significant aeronautical experience and extensive knowledge in each domain of the CSS activities: MRO, Technical Support and Field Services, Spare Parts Management, Training and CSS Supplier Management, etc. All specialists have started to develop their respective services with the target of being the new benchmark in the industry.

Digitalization

Our objective is to design our services digitally from the beginning. As Kopter is not constrained by legacy products or organizations, we will build an integrated digital support infrastructure system.

This system will facilitate easy interaction with Kopter and reduce operators' workload associated with operation and maintenance of the helicopter. We are currently in advanced negotiations with established IT companies to support us in the development of our digital tools which will be available as of EIS.

Kopter's Activity in 2018

Following the announcement of our rebranding in February together with the inauguration of our new production and corporate/engineering facilities in Switzerland, Kopter participated in several key events.



HeliExpo in Las Vegas was an extremely successful exhibition for Kopter. Many new contracts and engagements for the SH09 were announced across a range of missions and geographies. Two aircraft were showcased for the first time, with the mockup in medical configuration and P2 making its first appearance outside Switzerland.

Air Zermatt, our Launch Customer, celebrated their 50th anniversary in mid-May. P2 was sent to Raron, Switzerland to support this event, which attracted thousands of attendees.



In mid-June, Kopter were present at **Heli UK Expo** at Wycombe Air Park. Excellent connections were made with operators, suppliers and partners coming from all over the UK.



In July Kopter participated in **APSCON**, the Airborne Public Safety Conference, in Louisville, Kentucky. The SH09 mockup was presented with a law enforcement interior and equipment. It generated significant interest from potential customers, who see the SH09 as a perfect mission tool.

Kopter's hangar doors in Mollis were opened up to the **Swiss Ferrari Club** in mid-July, where the high speed and sleek design enthusiasts were drawn to Prototype 2 of the SH09.



In October, Kopter took part in **Helitech** in Amsterdam, where we exhibited our first prototype, P1, in the livery of SAS, a new Malaysian customer. We expanded our distributors' network with the addition of Swiss Helicopter Norway. In the same month, we made a first appearance at the Air Medical Transport Conference (**AMTC**) in Phoenix, Arizona with the SH09 mock-up presented with a medical interior. The SH09 in this configuration was the talk of the show.

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